

Message Text

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15

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 170835Z FEB 76
FM AMEMBASSY DOHA
TO USDOC WASHDC
INFO SECSTATE WASHDC 1258
AMEMBASSY ABU DHABI

UNCLAS DOHA 0168

E.O. 11652: N/A
TAGS: BEXP, QA
SUBJ: J.A. JONES CONSTRUCTION COMPANY

1. J.A. JONES CONSTRUCTION CO OF CHARLOTTE, NORTH CAROLINA HAD EXPRESSED INTEREST IN QATAR UNIVERSITY PROJECT (SEPTELS) AND SENT REPS TO DOHA FOR TALKS WITH GOQ OFFICIALS AND LOCAL CONTRACTORS. J.A. JONES PREQUALIFIED FOR PROJECT AND FORMED ASSOCIATION WITH PROMINENT QATARI FIRM, TEYSEER TRADING AND CONTRACTING CO. RIYADH OFFICE OF J.A. JONES PHONE EMBASSY RECENTLY, HOWEVER, TO INFORM US THAT COMPANY WAS WITHDRAWING FROM COMPETITION. TEYSEER HAS RECEIVED LETTER CONVEYING SAME MESSAGE. TEYSEER WISHES TO KNOW IF JONES IS INTERESTED IN CONTINUING RELATIONSHIP FOR COOPERATION ON FUTURE PROJECTS (SUCH AS HOTEL AND AIRPORT CONSTRUCTION). IN CALL TO EMBASSY, RIYADH OFFICE INDICATED COMPANY MIGHT SEND REP TO QATAR FOR SURVEY OF OPPORTUNITIES HERE. WOULD APPRECIATE IF USDOC COULD CONTACT J.A. JONES (CHARLOTTE OFFICE PHONE 704-364-6280), DETERMINE IF COMPANY IS INTERESTED IN PURSUING OTHER PROJECTS IN QATAR IN COORDINATION WITH TEYSEER, AND IF SO, WHEN VISIT BY COMPANY REPS CAN BE EXPECTED.

2. WE HAVE ALSO HAD INQUIRY CONCERNING PARTICIPATION BY J.A. JONES IN ABU DHABI INTERCONTINENTAL HOTEL PROJECT. INFLUENTIAL QATARI BUSINESSMAN OMAR AL MANA HAS CONTACTED EMBASSY FOR ASSISTANCE IN ARRANGING MEETING WITH J.A. JONES IN US TO DISCUSS PROJECT. AL MANA STATES THAT HE HAS BEEN IN CLOSE CONTACT WITH CLIENT'S REPRESENTATIVES (ACCORDING AL MANA, CLIENT IS SHAYKH
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ZAYID HIMSELF RATHER THAN ABU DHABI GOVERNMENT) AND HAS

BEEN ASKED TO REPRESENT ONE OF THREE COMPANIES COMPETING FOR CONTRACT. AL MANA SAID THAT IN ADDITION TO J.A. JONES, ONE GERMAN AND ONE GREEK FIRM ARE IN RUNNING. WHILE WE ARE CERTAINLY NOT ABLE TO COMMENT ON AL MANA'S INFLUENCE IN ABU DHABI, HE IS ONE OF DOHA'S MOST PROMINENT BUSINESS FIGURES AND HAS SUCCESSFULLY REPRESENTED NUMBER OF MAJOR INTERNATIONAL FIRMS BIDDING ON PROJECTS HERE. WTDR ON FIRM, AL MANA TRADING COMPANY, IS AVAILABLE. AL MANA PLANS TO ARRIVE IN US MONDAY FEB 23 AND HAS ASKED IF USDOC COULD CONTACT J.A. JONES TO DETERMINE IF REP FROM FIRM WOULD BE ABLE TO MEET WITH HIM TO DISCUSS PROJECT SOMETIME DURING WEEK OF FEB 23. HE IS PREPARED TO TRAVEL TO FIRM'S OFFICES IN CHARLOTTE. WOULD APPRECIATE IF USDOC WOULD ADVISE J.A. JONES OF AL MANA'S INTEREST AND PASS FIRM'S RESPONSE TO ABDULLAH AL MANA, QATARI AMBASSADOR TO US (ALSO AL MANA'S NEPHEW) BY FEB 23. PHONE: 338-0111.
PAGANELLI

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